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1895

CATALOGUE

—OF—

ATYA FRUIT FARM.

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CITY OF WASHINGTON

One Strawberry Plant as grown on the ATYA FRUIT FARM. Such a plant is as large as a four pound feather pillow, and bears from two to four quarts of big berries, lovely as "lips that seem on kisses fed."

Trees and Plants,

—AND THE—

FRUIT THEY BEAR.

ARZENA F. LANGLOIS,

Fruit Grower and Dealer in Fruit Growers' and Nurserymen's Supplies,

MONROE, - - - MICH.

HADLEY & HADLEY, PRINTERS & BINDERS, TOLEDO, O.

I am well aware of the fact that you are approached almost daily by unreliable parties trying to sell you nursery goods, and for that reason I deem it a duty to submit the following testimonial from my townsmen:

We have known ArZena F. Langlois for the last four years and we cheerfully bear witness to his reputation for ability, industry and honesty. His extended travels and varied reading make him an authority on many subjects, but above all on horticulture, which he has made his life work. His fruit farm is well stocked with grapes, peaches, apples, pears, plums, small fruits—indeed with everything grown in this latitude—and any one buying fruit or fruit growers' supplies from him can depend on being well served.

Ed. G. J. Lauer,	Mayor and Dry Goods Merchant.
D. A. Hagans,	Am. Ex. Agent and Druggist.
Alex T. Navarre,	Town Clerk and Quarryman.
W. C. Sterling & Son,	Coal, Lumber, etc.
W. F. Knapp,	City Physician.
William Steiner,	Hardware Merchant.
Rupp, Daeubler & Humphrey,	Furniture Dealers.
A. E. Cicotte,	Grocer.
H. Heck's Sons,	Meat Market.
Andrew Mitchell,	Stationer.

NOTE WELL!

That I employ no commissioned agents. My dealings are all direct. This plan alone saves my patrons from twenty to fifty per cent. on their purchases. The only solicitors I have are friendly customers who are so well pleased with my dealings they form club orders for the benefit of their neighbors.

NOT THAT ALONE!

Agents very often—too often, alas—misrepresent, exaggerate and distort the fair face of truth—anything to make a sale—and the result is a great disappointment to those who are deceived. **Avoid it by dealing with me.**

A NEW BOOK.

Which == Fortune or Failure with Fruit?

It tells not everything, but a great deal. It tells all the conditions that lead to fortune. And it tells in a surprising way all those that lead to failure. It has all the ruggedness, boldness, strangeness and naturalness of truth. Every chapter is full of facts told without mental reservation.

Just as the mariner knows where to steer his ship by knowing where not to steer it—by knowing the location of the reefs and rocks, the shoals and spits—so should the fruit grower carefully master the chart of his business if he would avoid disaster; and it is the aim of this book to contribute to that end.

A limited edition of 2000 copies will soon be ready for distribution. Price 50 cents in advance. Orders will be filled, **first come, first served,** until the edition is exhausted, after which the money will be refunded or held for the second editon.

ArZena F. Langlois,
Author and Publisher,
Monroe, Mich.

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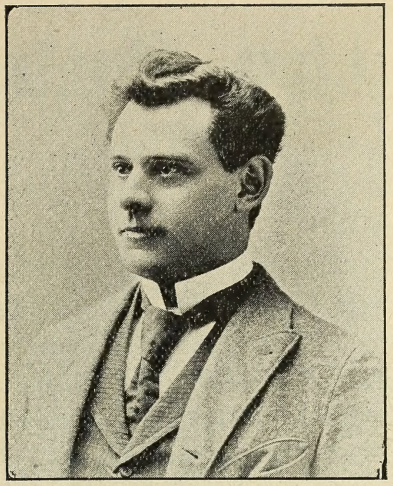

Yours Truly,

ArZena F. Langlois.

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My Platform:

Has only one plank—**SQUARE DEALING.** Upon that plank I stand. I have made up my mind to do what little I can to stimulate an interest in fruit culture, and to do it without the boorishness so common among people engaged in my line of trade. I have good business manners. I do not intend to bulldoze or browbeat any one into buying my productions; nor will I misrepresent anything for the sake of trade. I do not appeal to the ignorant, indolent or ill-bred. I flatter no one. I address myself to the intelligence, industry and enterprise of the American public, in all candor believing that my honest efforts will be appreciated,

To the Public:

LADIES AND GENTLEMEN:

Years ago—when I was a boy—I developed a love for horticultural study, and in the intervals between duties on the farm, teaching school and clerking in a store, I became an agent for some of the eastern nurseries, selling their products to the farmers in the neighborhood where I lived, and in the exuberance of my enthusiasm, disseminating all the information I had on the subject. But little by little, as Bill Nye would say, a bright, three-cornered idea began to screw itself into my intellect: it was that those eastern people charged enormous prices for their stock, and that their professional zeal consisted mostly in a rapacious greed to

Gather in the Dollars.

The result of this discovery was that I established myself as a Horticultural Buyers' Agent, being thus enabled to furnish my patrons with strictly first-class stock, true to name, at very moderate rates; and I have now the satisfaction —the real rapture—of knowing that many orchards, vineyards and small fruit farms are bearing profitable results to their owners, the stock for which was supplied by me.

Subsequently I became Secretary for a large nursery firm, which position I held for nearly three years and a half, attending during all that time to a correspondence often exceeding 100 letters a day; and these letters, coming from all parts of the United States and Canada, by increasing my field of vision and study, multiplied my facilities for knowing the wants of the public, especially regarding varieties, modes of culture, distances to plant, marketing, etc. It was during this time that I purchased the fruit farm which I have since named the *All The Year Around* (I take the four initial letters and make it ATYA), for the reason that by my mode of culture I manage to have fruit on my table every day of the year—including the extra day in leap year.

And then, feeling tired of restraint and hoping thereby to increase my scope of usefulness, I resigned my position as corresponding secretary of the nursery firm aforesaid, thereby making it possible for me to devote all my time to the care and management of my fruit farm, and to deploy in practice the theories

evolved in study. I also devote my spare moments to the composition of a book on horticultural matters, which will be published in a short time.

Henceforth it will be my business

To supply the public with all kinds of temperate zone fruits in season, and I guarantee that my products will always be first-class in quality, properly ripened and carefully graded.

At the same time, *I grow and offer for sale all kinds of Small Fruit Plants*, and as they are propagated on the *Pedigree System* they are strong in fruiting power—the very best that the market affords.

I have also a nice assortment of ornamental trees, to which will be added some fruit tree buds and grafts as soon as necessity and opportunity will offer and demand. But that my patrons may not suffer any disadvantage in this regard, I have made arrangements whereby the pick of

Twelve Hundred Acres of Nurseries

Is at my disposal, for all stock that I cannot furnish of my own growing. Besides this, my extensive acquaintance with the nurserymen of this country enables me to secure rare varieties at distant points, and to discriminate to a nicety between the growers that are reliable and those that are not.

Hoping this extended introduction will convince the public that I am worthy of patronage, and that you, reader, will accord me your share of it, I remain very respectfully,

Yours to command,

ARZENA F. LANGLOIS,

Proprietor ATYA FRUIT FARM.

"He is not only idle who does nothing, but he is also idle who might be better employed."

"Let every man be occupied, and occupied in the highest employment of which his nature is capable, and die with the consciousness of having done his best."—*Sidney Smith.*

Judged by this criterion, how many farmers who work day and night to eke out a miserable subsistence, with grain or stock farming, are idle—not lazy, but idle—because they could be better employed. They could make more money raising fruit.

Our simple duty is confined to playing well our parts.—*Epictetus.*

Conditions of Success

IN

FRUIT FARMING.

The Soil Must be Rich.—

If not so by nature it can be made so by the application of a few loads of manure from the barnyard, or of commercial fertilizers. As the law provides for the analyzing of these goods, and for licensing the manufacturers of and dealers in them, it is reasonably safe to buy them at the market rates.

It Must be Well Drained.—

Tiling is the best way to drain fruit land, but good, deep ditches and plenty of water furrows are a fair substitute, especially if the land is subsoiled. See article on the philosophy of subsoiling.

The Proper Varieties Should be Planted.—

Unless the planter be himself an expert he should consult one. The collections at the end of this pamphlet are all good.

There Must be an Accessible Market,—

There is usually such a market in every town and village, but those who are within five to eight miles from a railroad can reach all the great cities, where there are millions of mouths—millions of outstretched tongues—waiting for fruit.

The Planter Must be Industrious.—

He must be willing to work. Without that the best fruit farm will go to ruin in a year or two. It has been asked, "What is better than presence of mind in a railroad accident?" And the answer is, "Absence of body." Now, if I were asked, "What is better than horticultural knowledge for the management of a fruit farm?" I would answer, "Absence of laziness." Still the cultivation of fruit crops give more money and richer returns for the amount of labor expended than any other employment on the farm. When a way is found to make money without working, I will quit raising fruit, but until then I shall stick to my business.

Aside from the Experience Gained

On my own fruit farm, I have access to valuable information as member of the Michigan Horticultural Society and of the F. H. R. C. of the Agricultural College, all of which I will share with my patrons without charge. Of course, horticulture, being a progressive science, no one can claim to know it all; but such as I know, Mr. or Mrs. Reader, is yours for the asking.

Our greatest glory is not in never falling.

DESCRIPTIONS.

In horticulture, as in everything else of human interest, "honesty is the best policy."

It is the custom of catalogue makers to fill their pages with immense colored plates—gorgeous impossibilities—that glitter to bedazzle, and bedazzle to betray.

NOT ONLY THAT; but these exaggerated distortions are preceded, accompanied and followed by the most misleading descriptions. And this is repeated year after year, while a "decent respect for the opinions of mankind" would seem to demand more modesty—and more honesty.

WITH LOATHING I turn from such a course, and that there may be no suspicion of approach to it, I have taken my descriptions—WORD FOR WORD—from the bulletins published by the State Printer of Michigan by order of the authorities. I indicate the numbers of the bulletins for the benefit of those who wish to verify my quotations. It will be observed that I list only a few varieties, but they are the best ones in cultivation. I can furnish many others if desired.

STRAWBERRIES.—(Bulletin 118.)

Number.	Name.	b—bisexual. n—nearly. p—pistillate.	When received.	First bloom.	First picking.	Last picking.	In ounces. Produced in hills.	In ounces. Produced in matted row.	Vigor of plant, 1-10	Size, 1-10.	Firmness, 1-10.	Remarks.
9	Beder Wood	b	1890	April 30	June 15	July 2	76	117	9	6	7	Sent out as Racster.
16	Bubach 5	p	1888	May 9	June 15	July 2	76	138	9	8	7	Showy; market.
26	Crescent	p	1888	May 8	June 15	July 5	127	111	9	5	6	Lacks color and firmness.
43	Gandy	b	1887	May 14	June 18	July 2	17	55	9	8	9	A late variety.
50	Haverland	p	1887	May 1	June 15	July 5	73	108	6	7	9	Prized for the market.
77	Michel	b	1890	April 30	June 15	June 25	40	36	9	5	10	Early; small.
92	Parker Earle	b	1889	May 14	June 19	July 5	95	173	9	7	7	Desirable; from Texas.
108	Sharpless	b	1878	May 10	June 21	July 5	53	152	9	10	9	
140	Warfield	p	1890	May 8	June 15	July 2	73	97	8	5	8	Popular; market

Beder Wood, b., holds a high position as a productive variety; and also as a pollenizer of pistillates.

Bubach, p., and **Crescent**, p., still stand at the front as market varieties, with Cleveland, p., in a somewhat questionable position in this respect.

Gandy, b., is an excellent late variety for the home plantation, though it has not proved, relatively, productive here.

Haverland, p., has been long and favorably known as a valuable market variety, and also desirable for the home plantation.

Parker Earle, b., still holds its well-earned standing as both a family and market variety. It holds its double name, in defiance of modern Procrustean tendencies, doubtless mainly as a matter of courtesy or deference to the wish of its noted and popular introducer.

Sharpless, b. Only slightly deficient productiveness seems to prevent this variety from assuming a leading position, both as a family and market berry.

Warfield, p., is too generally known and valued to require characterization. The plants should not be allowed to become crowded in the row.

RASPBERRIES—(Bulletin 122.)

Variety.	Vigor, (1-10)	Date bloom.	First ripe fruits.	Productiveness (1-10)	Size.	Form.	Color.	Quality.
Conrath	9.5	June 4	June 30	9	l	r	b	8
Gregg	9.5	June 4	July 4	8.5	l	r	b pu	7
Nemaha	9.2	June 4	July 3	8.5	l	r	b pu	7
Older	9.2	June 1	July 2	9.5	l	r	b	9
Palmer	8	June 1	June 28	8.5	m	r	b	8.5
Shaffer	9.4	June 7	June 30	7.5	l	r o	p	8.5
Cuthbert	9.5	June 7	July 4	9	l	r c	r	8
Golden Queen	9	June 8	July 1	6.5	l	r c	o	9.5

Size. m, medium. l, large.
Form. r, round. c, conical. o, ovate.
Color. b, black. p, purple. o, orange. pu, pubescent.

Conrath.—The vigorous cane growth, productiveness and large size of the berries makes this sort one of the most promising black-caps.

Older.—Bush of vigorous growth and productive. The fruit is of large size, rather soft but of high quality. A promising sort for home use.

Palmer.—A good early market variety.

Gregg and **Nemaha** are among the best late market sorts.

Shaffer.—For canning and home use this variety has no superior among the better known sorts.

Cuthbert.—The plant is vigorous and healthy. This variety has yet no superior for general planting. It is valuable either for home use or for market.

Golden Queen Is clear, bright yellow in color and of high quality. It is a desirable variety for the home garden.

BLACKBERRIES—(Bulletin 118.)

Number.	Name.	Origin.	Planted.	First bloom.	First ripe fruit.	Productiveness Scale 1 to 10	Remarks.
2	Ancient Briton	Eng.?	1888	May 23	July 18	7	Origin uncertain.
10	Erie	Penn.	1888	June 1	July 19	5	Very vigorous.
15	Lawton	N. Y.	1888	May 29	July 20	5	Still popular.
20	Ohmer	Ohio	1892	May 24	July 23		Try farther.
23	Snyder	Ind.	1888	May 23	July 13	10	Very vigorous; hardy.
25	Taylor	N. J.	1888	May 30	July 26	6	One of the best.

Ancient Briton is well and generally known as a market variety, especially at the west. It is hardy and vigorous, but inclined to overbear, and the fruit to become small, unless under thorough cultivation and efficient thinning. It is claimed to be an importation from England; but the claim seems open to doubt, since neither this nor any other cultivated blackberry is known to have attracted special attention in that country.

Erie is large, and the plant fairly hardy, as well as especially vigorous. As compared with several others, it somewhat lacks productiveness.

Lawton is an old, well known variety which yet maintains a somewhat uncertain standing among commercial varieties.

Ohmer has not yet had time here to fully develop its character. So far it may safely be set down as promising.

Snyder is unusually vigorous, and productive. The fruit is superior in quality, although deficient in size. Valuable, especially where great hardiness is requisite.

Taylor is vigorous and productive, scarcely if at all less hardy than Snyder, and the fruit of fully medium size, and good quality. Rather later than the average.

Good cultivation insures success.

CURRANTS—(Bulletin 104.)

Number.	Name.	Origin.	Planted.	First Bloom.	First ripe fruit.	Productiveness Scale 1 to 10	Remarks.
	BLACK.						
3	Lee	Europe	1888	May 12	July 8		One of the best blacks.
4	Naples (Black Naples)	Europe	1888	May 15	July 10		Old; well known.
	RED AND WHITE						
1	Cherry	Europe	1888	May 12	July 14		One of the largest; acid.
9	Red Dutch	Europe	1888	May 10	July 8		Most valuable red currant.
11	Versaillaise	Europe	1888	May 12	July 10		Much like Cherry.
12	Victoria	Europe	1888	May 10	July 10		Seldom attacked by borers.
13	White Dutch	Europe	1888	May 10	July 10		Finest flavored currant.
15	White Grape	Europe	1888	May 10	July 8	Record imperfect.	Most profitable white variety.

Naples (Black Naples) and **Lee** are the only fetid black currants sufficiently tested here. How the remaining varieties upon the list will rank as to quality, size, productiveness, etc., can only be surely determined after a somewhat lengthened trial. From present indications, they differ but slightly in these respects.

White Dutch, White Gondoin and **White Grape** rank in about the order named, so far as rich, mild flavor and consequent adaptation as dessert varieties is concerned. In these particulars they are quite superior to any of the red varieties, with the possible exception of the Moore Ruby, which is yet but imperfectly tested.

Cherry, or its close rival, **Versaillaise,** must be allowed to stand in advance of Fay so far as profitableness and adaptation for market are concerned. All are acid and large, and, for that reason, popular in the market.

Red Dutch, although one of the oldest varieties, yet stands first among the red currants, so far as quality as well as productiveness is concerned. But for a slight lack of size, it would doubtless lead also in the market.

Victoria is scarcely as large, and a little later than Red Dutch. On account of its comparative exemption from the attacks of the twig borer, and the greater persistence of its foliage, it is popular for market planting in many localities.

GOOSEBERRIES—(Bulletin 104.)

Number.	Name.	Origin	Planted.	First bloom	First ripe fruit.	Productiveness Scale 1 to 10.	Remarks.
	WILD.						
1	Downing	N. Y.	1888	May 9	July 14	3	Valued for market.
	EUROPEAN.						
3	Industry	Europe	1889	May 12	July 14	1	Mildews, unless sprayed.
	SMOOTH.						
2	Houghton	N. E.	1888	May 12	July 17	5	Hardy; very productive.

Downing is a strong grower, with stout, very thorny shoots. Fruit large, round, green when mature. Popular in the market.

Industry is an importation from England It is more or less liable to mildew here, requiring occasional spraying to maintain its health in this climate.

Houghton and **Pale Red** are much alike. Both are hardy, productive and mostly free from mildew. They will bear neglect better than most varieties. Fruit small.

Give this Catalogue to your neighbor and write me for another.

All honest labor is honorable.

GRAPES—(Bulletin 104.)

Number.	Name.	Origin.	Planted.	Bunch. Size.	Bunch. Form.	Berry. Size.	Berry. Form.	First bloom.	Ripe.	Quality, 1 to 10.	Product, 1 to 10.	Remarks.
2	Agawam	Mass.	1888	l	l	l sh	r	June 24	Sep. 17-24	7	8	A long keeper.
13	Brighton	N.Y.	1888	l	l sh	l	r	June 27	Sep. 17-24	10	7	Requires cross fertilization.
33	Concord	Mass.	1888	m l	l sh	m	r	June 21	Sep. 24-30	5	9	Stand. market grape
37	Delaware	N.J.	1888	s	sh	s	r	June 22	Sep. 17-24	10	10	Has few superiors.
96	Moore Early	Mass.	1880	m	m	l	r	June 26	Aug.27 31	4	6	For early market.
100	Niagara	N.Y.	1888	l	sh	l	r o	June 24	Sep. 24-30	5	10	Vine vigor's, healthy
145	Worden	N.Y.	1888	l	s	l	r	June 24	Sep. 17-24	6	8	An improv'd Conc'rd

Bunch—Size—l, large. m, medium. s, small. Berry—Size—l, large. m, medium. s, small.
" Form—l, long. m, medium. s, short. sh, shouldered. " Form—r, round. o, oval.

Agawam is one of the numerous Rogers' hybrids, of fair quality. It keeps till March, with ordinary care, in a cool cellar.

Brighton is very vigorous and productive, planted as it is here among other varieties, which may be supposed to insure the more perfect fertilization of its bloom. In quality it has few if any superiors, though it soon begins to deteriorate, not retaining its fine flavor beyond early December.

Delaware, here, proves quite as productive and profitable as Concord, since its beauty and superior quality, notwithstanding its diminutive size, insure higher prices in the market.

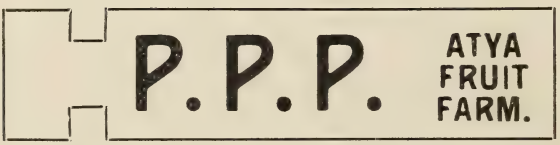
Niagara has apparently already acquired an assured position as the leading white market grape. Though not superior, if even equal to Concord in quality, here at least it is even more productive.

Moore (Early) occupies a somewhat doubtful position as an early market grape of the Concord type. It has several competitors of higher quality.

Worden is a typical Concord seedling, with a larger bunch and berry, of a somewhat improved quality, as well as earlier. It is, to some extent, popular as a market variety.

Lack of space forbids my giving descriptions of tree fruits, but I will always give planters the benefit of my experience in selecting varieties.

AUTHORIZED



TRADE LABEL.

See those P's? They mean PURE PEDIGREE PLANTS and the above is a fac-simile of my authorized trade label. Be sure that one is attached to every package of plants that you receive.

If you see it in this Catalogue it's so.

Location of the Atya Fruit Farm.

The Atya Fruit Farm is located in the basin of the River Raisin, about one mile from its banks, and the same distance from the shores of the majestic Lake Erie. It borders on Plum Creek Bay, an arm of the Lake, and enjoys to the full the mollifying influence of that large body of water, comprising an area of 10,000 square miles. This influence serves as an equalizer of temperature, giving the Atya comparative immunity from late Fall and early Spring frosts, and the added advantage of a pure, vitalizing atmosphere. This is seen in the *fruit I produce*, which is always large, finely flavored and highly colored, despite the severest droughts; and my plants, pedigree-grown, on rich soil and under such favorable conditions, possess all the constitutional vigor that nature can impart.

My soil is of a deep sandy loam, rich in nitrogen, potash and phosphates, —the very elements that the plants need to make a strong and sturdy growth. The subsoil is clay, with a limestone foundation. Within 30 rods of the northwest corner of The Atya, stands the famous Shawnee Springs, where the doughty brave whose name it bears, assembled his warriors to smoke with them the pipe of peace, recount the records of the wampum belts, or rehearse the plans of pending war. The Atya does not grow better fruit or better plants *on account* of this historic incident, but I mention it as showing that even the unerring instinct of "primeval man" selected this spot as affording more natural advantages than any within his reach. And in this connection I may mention that there is a natural spring, though of smaller size, on The Atya itself. It serves a good purpose for irrigating, the soil partaking of the joyousness of its gladsome murmur. In addition to this, flowing wells may be had at a depth of 30 feet on any part of the farm. It is also proper to add that in this immediate locality, the once dense forest was full of wild grapes, plums, cherries, berries, etc. The names Raisin River and Plum Creek, bear evidence of this.

Lawn Seed.

It is a noticeable fact that the inhabitants of rural districts are very negligent in the care of the land adjoining their dwellings, seldom having, in any real sense, a lawn, not to say a decent "front yard." This is all the more remarkable from the fact that people living in cities, where land is "scarce" and high, exercise the most scrupulous care and neatness in the management of their home surroundings; whereas, in the country, where land is plentiful and cheap, hardly any room is left for the children's play ground, or for settees under leafy bowers of trees and vines, where old and young, away from heat, and dust, and noise, find rest of body and mental quiet.

Believing that the reason for this difference is that the inhabitants of the country cannot so easily get **Lawn Seed,** I have made arrangements with the largest seed house in the country, which enables me to offer an Extra Fine Mixed Lawn Grass (Central Park Mixture), at the extremely low rate of 40 cents per lb. One pound is sufficient to sow 600 square feet.

If the reader is not interested in fruit culture, he will please hand this catalogue to some one who is, thereby doing a favor to the recipient and to me. It does not hurt a man to help others—*when it can be done so easily.*

The Profits of Fruit Culture.

From $100 to $500 per Acre can be made.

"We would not be misconstrued, however, nor would we wish to mislead any one as to the profits in fruit-growing. It has its downs as well as ups. Low rates of interest mean low prices for everything produced, hence war prices should not be anticipated; but we do mean to say that no investment can be made in this or any other good fruit-growing state, in the way of soil tillage, that will pay a larger percentage, one year with another, than when judiciously expended in growing such fruits as are adapted to the soil in which they are planted."—*From Michigan Horticultural Report, 1892.*

That's it exactly. The above extract from the Michigan Horticultural Report expresses my own sentiments. This is frank, is it not? The fact is that a fruit farm is a good deal *like a gun:* it is worth a great deal or nothing. A cheap gun is as likely to make connections on the *shooter* as on the *shootee.* And a fruit farm set out with cheap, muck-grown vines and plants, propagated from exhausted plantations, is one of those *cheap-gun* fruit farms. Its owner cannot do much execution with it on the markets of the world. It is liable to "hang fire" for several years before there is a discharge—a crop produced; and when it does go off it is likely to "recoil" and knock its owner over—to cost him more to gather and market his crop than it is worth.

Another great cause for the deterioration of fruit farms and their non-productiveness is careless management—*neglect.* Here again I quote from the Michigan Horticultural Report for 1892:

"Cease to regard trees and plants as so created that they can care for themselves, with ability to derive their nourishment from the atmosphere or some other unknown source, requiring no effort on your part. It is a fatal mistake to suppose that a favorable response will follow such treatment. For years, nitrogen, potash and phosphoric acid have been drawn from the soil at a fearful rate, with no corresponding effort to their restoration; and yet we are taught that these are the essential elements of all plant life, and that potash more than any other one element, will contribute to produce the hard, good wood, the well-developed, rugged bud, and the vigorous, strong leaf, giving a combination indispensable to the foundation of a future crop of fruit."

If there are any fruit-growers who committed either of these mistakes, that is to say, who planted devitalized stock on exhausted soil, or who have since exhausted it, my advice to them is that of Sam Jones to the sinners of Windsor, Ontario, who refused to contribute towards the building fund of a certain church. He told them to "**git up on their hind legs and skin out.**"

But==

the man—or woman—who will undertake fruit-growing as a business, and apply himself or herself to it; who will, for instance, give it as much attention as a good farmer does to a *crop of corn*, cannot fail to *reap rich results.* Good management, like virtue, is its own reward.

Some Figures.

Strawberries, raspberries, blackberries, currants, gooseberries and grapes, on suitable soil and with proper tillage, will bear at least 200 bushels to the acre, and this yield in some instances may be increased to 400 bushels. But, taking

the lower estimate, we have 6,400 quarts of fruit, which if sold at the extremely low price of 5 cents a quart, brings an income of $340.00 per year. It is but fair to add that all of these fruits, with the possible exception of grapes, sell readily at 10 or 12½ cents per quart, thus increasing the profits to at least **$500 per year.**

On the Other Hand,

What are the profits of grain farming?

WHEAT—30 bush. per acre, at 50⅜c. per bush	$18 11
Less cost of fitting ground, seeding, etc.	3 50
Gross returns	$14 61

From this must be deducted the cost of harvesting, threshing, marketing, etc.

CORN—50 bush., shelled, per acre, at 35⅞ c. per bush	$17 80
Less cost of fitting ground, seeding, etc.	3 00
Gross returns	$14 61

From this must be deducted the cost of harvesting, husking-pegs, marketing, etc.

OATS—50 bush. per acre, at 19⅛ c. per bush	$9 36
Less cost of fitting ground, seeding, etc.	3 00
Gross returns	$6 56

And even from this small profit must be deducted the cost of harvesting, threshing, marketing, etc.

The figures taken are the highest Chicago quotations on August 28th.

LOOK ON THIS PICTURE—

THEN ON THAT.

The Pedigree System.

WHAT IT IS.

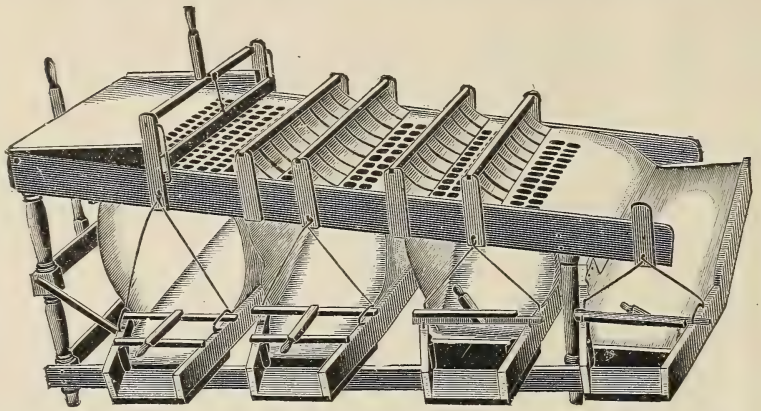
It is the principle of natural selection, scientifically applied. Result: the survival of the fittest. To illustrate:

A sensible stock raiser selects the strongest and best developed animals wherewith to replenish his stables and pastures, knowing that like begets like, not only as to types, but that even the minutest characteristics are faithfully transmitted to offsprings. On the large stock farms fancy animals are fed and groomed for no other purpose than to increase and develop their power of procreation; and the results are marvelous. It is thus that we often hear of a Jersey selling for $500, of a Percheron for $1000, etc. The poultry fancier adopts the same method. He selects the most promising cockerels to be found in his pens, and by special feeding, limitations and studied matings, birds are produced that carry the prizes and the ribbons at every Fair—birds that are veritable sweepstakes. Housewives gladly pay $2.00 or $3.00 a setting for the eggs of such highly developed types.

This is precisely the way my plants are propagated. The strongest roots are selected, and these not being permitted to exhaust themselves in unrestricted production, become strong in fruiting power. Now, whilst I *do not ask fancy prices* for my productions, I do ask the same consideration as is accorded to live stock breeders for the specimens they produce.

. . PEACH GRADER . .

MAKES FOUR GRADES.



EACH UNIFORM.

The above cut shows the machine with which I grade my peaches, insuring uniformity in size and quality. Owing to the irregularity in shape of apples and pears these fruits are graded by hand. Plums, grapes and small fruits, on a rich soil like mine, are of the largest size and require no assorting. All shipments are made in neat, new-style packages—baskets and crates of the most approved designs.

As the price of this kind of goods is quite variable, depending on the supply at other points, it is not easy to quote rates in advance, but I will fill orders at the market rates at the time of shipment.

The excellent quality of my fruit has created a large demand for it, and I urgently request all prospective customers to place their orders early. I guarantee satisfaction.

CAUTION!

ANOTHER WARNING.

Go easy. Be careful. Do not plunge into the business head and foot. Do not commit the mistake of the man, who, hearing that tickets were sold to cross the ocean in five days, bought five tickets, expecting to get across in *one day;* nor of that other worthy gent, who, seeing a stove advertised that was guaranteed to save one-half his coal bill, bought two stoves, expecting thereby to get along without coal at all. Plant one, two or five acres, according to your means and inclination, and *grow up with the business.* It is much better to begin small and end big than to begin big and end small.

YOUNG MAN: Take the advice of Robert Burns, MAKE MONEY.

"Not for to hide it in a hedge,
Nor for a train dependent,
But for the glorious privilege
Of being independent."

The Triumph of Justice is the only Peace.

" . . . . . WHAT THE CHILD ADMIRED,
THE YOUTH ENDEAVORED AND THE MAN ACQUIRED."
—*Dryden.*

Start Your Boy

WITH A FRUIT FARM.

Give or rent him the use of an acre of land, help him set it out to fruit, and from this egglet he will hatch the *eagle of success.*

His latent energies will be called into action, his powers of observation enlarged, habits of industry and economy will be instilled, business customs familiarized and **character formed.**

Let him make money to buy himself a private library. "Reading maketh a full man." Plato said: "The house that has a library in it has a soul."

Let him make money to go to college during the winter. He will study—and learn—all the more when he knows he earned the money that keeps him there.

Let him make and save money to go to the next World's Fair at Paris in 1900. He will make enough to take you along, too, if you give him a chance; and he will have to do it if you go at all—

UNLESS YOU GO INTO FRUIT GROWING YOURSELF.

Homes make patriots. Help your boy own one.

Let him earn money to buy himself a bicycle. Let him travel a little. Let him wear good clothes. And let him take a course at the Agricultural College.

Start Your Daughter

WITH A BERRY GARDEN.

It will make her cheeks glow with health to take care of it. Besides, "handsome is as handsome does."

She ought to have a library, too. I know this will shock some goody-goody fathers, who think dish-washing is good enough for daughters; but, in my opinion, a man who will not give his girls every chance that he gives to his boys is not quite civilized—not quite.

Let her earn the "wherewithal" wherewith to go to college.

Let her own a bicycle.

Let her earn and own a piano.

And let her go to Paris in 1900. It won't hurt her.

It will make your boys more manly and your girls more womanly if you let them feel and bear the responsibility of managing their own business.

Leisure is the reward of labor.

THE PHILOSOPHY OF TILING AND SUB-SOILING.

The idea is to reduce the water level to the depth of the tile, and to permit its rapid escape after a heavy rain. At the same time the soil and sub-soil being loosened, a great amount of moisture is held there as by a vast underlying sponge, to be pumped up by capillary attraction when a drought follows. A little surface cultivation is then resorted to to prevent its evaporation, or passing into the air, and to insure its retention in the ground. Any reliable work on "soil treatment" will explain this more fully.

OFFICE OF THE UNITED STATES EXPRESS CO.

MONROE, MICH., August 17, 1895.

The first shipment of grapes out of Monroe this year was carried by this Company to-day for A. F. Langlois, proprietor of the Atya Fruit Farm. In spite of the dry season his fruit is large and of superior quality.

E. SPEIGEL, Agent.

Number of Plants Required to Set One Acre.

STRAWBERRIES.

12x16 inches	14,520
15x36 "	11,616
18x36 "	9,680
12x48 "	**10,890**
15x48 "	8,712
18x48 "	7,260

GRAPES.

7x7 feet	888
7x8 "	777
8x8 "	**680**
8x9 "	605

RED RASPBERRIES.

36x60 inches	2,905
36x72 "	**2,420**

Black Raspberries and Blackberries.

36x72 inches	2,420
36x84 "	**2,074**
36x96 "	1,820

CURRANTS.

3x4 feet	**3,630**

GOOSEBERRIES.

4x6 feet	**1,815**

The distances recommended are printed in **black face** type.

After all!

After all, the object of the fruit grower is the same as that of the doctor, lawyer, or tradesman, namely, to make a living—*to make money.*

Money is a commodity that will purchase any other commodity possessing transferable value. Money is the silhouette of wealth.

Money is the root and fruit of all worldly endeavors. Money is the badge worn by the victors in the great battle for bread. Money is the last writing on the palimpsest of a busy and successful life. Money is the dare-board where meet and frictionize the bold spirits of the mart and trade.

The kings of Wall Street were once poor.

Conditions.

Genuineness:

My plants are propagated from special beds, which insures the greatest immunity from mistakes; but contingencies may arise that belie a label, in which case I will replace, upon proper proof thereof, all plants (or trees) so misnamed. It is expressly understood and agreed between the purchaser and myself that my liability shall not exceed this limit.

Results:

I cannot guarantee results. I seek trade from everybody in the United States and Canada, and both being free countries, planters manage their stock to suit themselves. Not being responsible for the way it is planted and cultivated, and especially for the judgment displayed in marketing the fruit, I cannot be responsible for results.

Mistakes:

I make them. So do you—sometimes. All I ask is the opportunity to make good any mistakes that I may make. Write me good-naturedly if you can, but if you can't, write me anyway. Tell me wherein I am at fault, and every claim will be honestly considered, and if just, promptly and joyfully allowed. *I do as I would be done by.*

Answering Questions:

I do not expect people to furnish stamps for my correspondence on business topics, but where questions are asked regarding varieties, modes of culture, etc., making them purely of an advisory character, a stamp is expected.

Terms:

Are cash with order, unless a bank voucher is given. Orders are booked when one-third of the amount is remitted, the balance to be sent before shipment; or, if preferred, the balance can be collected by express, C. O. D., or by freight, *shipper's order.*

How to Remit:

Send money by Postoffice or Express Order, Bank Draft or Registered Letter. Use my return envelopes when convenient, as it aids prompt delivery.

Packing:

Is free. All plants are sent in crates manufactured for the purpose, and they can travel hundreds of miles in perfect safety.

Prices:

Are net, but there is no charge for preparing the goods for shipment. They are as low as *pure pedigree* plants can be produced for. I do not give prices in 1000 or 10,000 lots, as I desire to give large planters every inducement possible at the time the order is given. Send me a full list of your wants for special prices.

Shipping:

The season in the Fall begins about Oct. 5, and in the Spring about April 5.

Order Early:

It is a mistake to put off ordering until late in the season, when some of the leading varieties are sold low or entirely exhausted. Besides, during the busy season we have to work 24 hours a day and "fight fatigue" the rest of the time, so that it increases to an alarming degree the danger of making mistakes. Consult your own interest and our convenience *by ordering at once.*

And they may be poor again.—Ingersoll.

In My Judgment

Everybody who has suitable soil and a sufficiency of it, as well as the time to work it, should grow fruit for market; still I can conceive that some people may be so situated as to make it unwise for them to do so. Thus, a man having only city property, but holding the presidency of a bank at $5,000 a year is much better off as he is than he would be growing fruit. Besides, he does not have to work so hard. I tell you frankly that I would not advise President Cleveland to give up shooting ducks, at $50,000 a year, for the best fruit farm in the country.

My Argument

Throughout this catalogue has been addressed—not to those ethereal beings who live in broadcloth and sashes—but to those who wear the modest livery of productive toil; to those whose daily bread depends on labor done; to those who struggle with the "stubborn glebe,"—to whom mother earth has always given an unwilling breast.

But for the benefit of those who wish to grow fruit only for their own use, and who desire to own nice specimen gardens of choice varieties, I offer the following collections. Order by numbers only.

Special Collections $1.00 Each.

No. 1. **Strawberries.**—10 Bubach, 10 Warfield, 5 Haverland, 5 Parker Earle, 5 Michel's Early.

No. 2. **Raspberries.**—5 Cuthbert, 5 Gregg, 5 Conrath, 5 Palmer, 5 Golden Queen,

No. 3. **Blackberries.**—5 Lawton, 5 Snyder, 5 Taylor, 5 Erie.

No. 4. **Grape Vines.**—2 Concord, 2 Worden, 2 Niagara, 2 Brighton, 2 Agawam.

No. 5. **Currants.**—3 Victoria, 3 Red Dutch, 3 White Grape, 1 Fay's Prolific.

No. 6. **Gooseberries.**—3 Downing, 3 Houghton, 1 Industry.

No. 7. **Apples.**—1 Red Astrachan, 1 Oldenburg, 1 Yellow Transparent, 1 Talman Sweet, 1 Wealthy.

No. 8. **Pears.**—1 Bartlett, 1 Clapps Favorite, 1 Seckel.

No. 9. **Plums.**—1 Lombard, 1 Guii, 1 Yellow Egg.

No. 10. **Cherries.**—1 Early Richmond, 1 Dyehouse, 1 Black Tartarian.

No. 11. **Peaches.**—2 Elberta, 2 Early Crawford, 2 Hill's Chili.

No. 12. **Quinces.**—1 Orange, 1 Champion, 1 Meech.

No. 13. **Miscellaneous.**—2 Rhubarb, 2 Asparagus, 2 Horseradish, 1 Rosebush.

SPECIAL OFFER:

Any 6 Collections for $5.00, the 13 for $10.00, express or freight paid.

In lots of less than 5 the purchaser pays transportation.

Price List of Pure Pedigree Plants.

Strawberries.

Varieties	Doz.	100
Beder Wood	$ 50	$2 00
Bubach—5	40	1 50
Crescent	40	1 50
Gandy	40	1 50
Haverland	50	2 00
Michel	40	1 75
Parker Earle	50	2 25
Sharpless	50	2 00
Warfield	40	1 50

Raspberries.

Varieties.	Doz.	100
Conrath	$1 25	$5 00
Gregg	50	2 00
Nemaha	75	2 00
Older	80	2 50
Palmer	75	2 00
Shaffer	50	1 50
Cuthbert	40	1 50
Golden Queen	45	1 50

Blackberries.

Varieties.	Doz	100
Ancient Briton	$ 60	$2 50
Erie	65	2 75
Lawton	50	2 00
Ohmer	75	3 00
Snyder	50	2 00
Taylor	50	2 00

Miscellaneous.

	Each	Doz.
Maple, Silver and Norway	$ 50	$5 00
Maple, Ash Leaved	60	6 00
Maple, Wier's Cut Leaved	75	7 00
Horse Chestnut	60	6 00
Birch, Cut leaved	75	7 00
Catalpa	50	5 00
Kilmarnock Willow, 2-yr. heads	75	
Arbor Vitæ (Cedar)	40	3 00
Norway Spruce	40	3 00
Virginia Creeper	75	6 00
Clematis, Leading Sorts	75	6 00
Rose Bushes (100 sorts)	40	3 00
Oleanders	1 00	
Caladium Roots	30	3 00
Canna Lillies	25	2 50
Rhubarb	30	2 50
Asparagus	10	75
Horse Radish	10	75
Apple Trees—Leading kinds	25	2 00
Pear Trees— "	50	4 50
Plum Trees— "	50	4 50
Cherry Trees— "	50	4 50
Quince Trees— "	50	4 50
Peach Trees— "	20	1 80

Orchard Grass, 35c. a pound.

Lawn Seed, 40c. a pound.

The prices herein quoted are for strictly first-class stock.

Currants.

Varieties.	One Year.			Two Year.		
	Each.	Doz.	100	Each.	Doz.	100
Lee	$ 15	$1 25	$6 00	$ 20	$2 00	$7 00
Black Naples	10	1 00	5 00	15	1 50	6 00
Cherry	15	1 25	6 00	20	2 00	7 00
Red Dutch	15	1 25	6 00	20	2 00	7 00
Versaillaise	15	1 25	6 00	20	2 00	7 00
Victoria	15	1 25	5 50	20	2 00	7 00
White Dutch	10	1 00	5 00	15	1 50	60 0
White Grape	15	1 25	5 50	20	2 00	6 50

Gooseberries.

Downing	$ 15	$1 75	$7 00	$ 20	$2 00	$9 00
Industry	20	2 00	12 00	25	2 50	15 00
Houghton	15	1 50	6 00	18	1 75	7 00

Grapes.

Agawam	$ 15	$1 00	$4 50	$ 20	$1 50	$6 00
Brighton	15	1 00	5 00	20	1 50	6 50
Concord	10	75	3 00	15	1 00	4 00
Delaware	15	1 25	7 00	20	2 00	8 00
Moore's Early	15	1 25	6 00	20	1 75	7 00
Niagara	15	1 25	5 00	20	1 75	6 50
Worden	15	1 00	4 00	18	1 25	5 50

Prices on large lots given on application.

FIRST NATIONAL BANK OF MONROE,

Monroe, Mich., August, 1895.

I have known ArZena F. Langlois for the last four years, and I have always found him honest in all his dealings.

WM. G. GUTMANN, Teller and City Treasurer.

"Is the sermon done?"

Was the question asked of an elderly lady, as she came out of church.

"No."

Was her answer, "It's all been said; now we have got to do it."

Reader, my sermon is said! Will you do it?

FIRST NATIONAL BANK OF MONROE,

Monroe, Mich., August, 1895.

I have been acquainted with Mr. ArZena F. Langlois for the past four years, and have found him honest, upright and conscientious in his business dealings.

GEORGE L. LITTLE, Cashier.